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ANNUAL AUDITED REPORT FORM X-17A-5 PART III

FACING PAGE

Information Required of Brokers and Dealers Pursuant to Section 17 of the Securities Exchange Act of 1934 and Rule 17a-5 Thereunder

REPORT FOR THE PERIOD BEGINNING_	01/01/20	004	A	ND ENI	DING 12/	′31/2004
	MM	/DD/YY		_		MM/DD/YY
A. REC	SISTRANT I	DENT	(FICAT)	ON		
NAME OF BROKER-DEALER: FAMILY	INCOME F	PLANN	ING, I	NC.		OFFICIAL USE ONLY
ADDRESS OF PRINCIPAL PLACE OF BUS	INESS: (Do no	ot use P.	O. Box No	o.)		FIRM I.D. NO.
540 N.W. BROAD STREET						
	(No. a	and Street)				
SOUTHERN PINES,	NORTH	H CAR	OLINA		2838	37
(City)		(State)			(Zip	Code)
NAME AND TELEPHONE NUMBER OF PE JACQUELINE M. WESTBROO		NTACT	IN REGA	RD TO	(910)	692-8271
D ACC	OUNTANT	IDENT	TELCAT	ION	(А	rea Code - Telephone Number
B. ACC	OUNTAINT.	IDENI	IFICAL	ION		
INDEPENDENT PUBLIC ACCOUNTANT W	hose opinion is	s contain	ed in this	Report*	:	
McKNIGHT WOOD & GUY,	P.A.					
	(Name - if individ	lual, state l	ast, first, mi	ddle nam	2)	
211 EAST SIX FORKS RD	., SUITE	112,	RALEI	GH	NC	27609-7743
(Address)	(City)			PRC	CESSE!	(Zip Code)
CHECK ONE:			®	MAR	3 1 2005	
Certified Public Accountant				ĨΗC	L LUUJ	
☐ Public Accountant				FiN∠	NCIAL	
☐ Accountant not resident in Uni	ted States or an	y of its p	ossession	S		
	FOR OFFIC	IAL US	E ONLY			

*Claims for exemption from the requirement that the annual report be covered by the opinion of an independent public accountant must be supported by a statement of facts and circumstances relied on as the basis for the exemption. See Section 240.17a-5(e)(2)

Potential persons who are to respond to the collection of information contained in this form are not required to respond unless the form displays a currently valid OMB control number.

M

SEC 1410 (06-02)

OATH OR AFFIRMATION

I, JACQUELINE M. WESTBROOK	, swear (or affirm) that, to the best of
my knowledge and belief the accompanying financial statem	ent and supporting schedules pertaining to the firm of
FAMILY INCOME PLANNING, INC.	, as
of DECEMBER 31 ,200	04 , are true and correct. I further swear (or affirm) that
	fficer or director has any proprietary interest in any account
classified solely as that of a customer, except as follows:	
orasonioa sololy as that of a castomer, energy as tone no.	
	1
	ld a rever to
	SMUM/W
	Signature
	PRESIDENT
	Title
H. L. L. L. J.	OLYN COM
J Remadely 5 - Wench	MOS CONTRACTOR OF THE PROPERTY
Notary Public	
This report ** contains (check all applicable boxes):	NO 14 AL
(a) Facing Page. (b) Statement of Financial Condition. (c) Statement of Income (Loss). (d) Statement of Changes in Financial Condition. (e) Statement of Changes in Stockholders' Equity or Page 1975.	Mv Commission Expires 4-3-2005
(b) Statement of Financial Condition.	Solution Expires 4-3-2005
(c) Statement of Changes in Financial Condition	Comment of the
(a) Statement of Changes in Stockholders' Equity or Pa	rthers, or soft Proprietors' Capital.
(f) Statement of Changes in Liabilities Subordinated to	Claims of Creditors.
(g) Computation of Net Capital.	
(h) Computation for Determination of Reserve Requirer	
(i) Information Relating to the Possession or Control R	
	of the Computation of Net Capital Under Rule 15c3-3 and the
Computation for Determination of the Reserve Requ	Is statements Under Exhibit A of Rule 15c3-3. I Statements of Financial Condition with respect to methods of
consolidation.	. Statements of Financial Condition with respect to methods of
(I) An Oath or Affirmation.	
(m) A copy of the SIPC Supplemental Report.	
(n) A report describing any material inadequacies found t	o exist or found to have existed since the date of the previous audit.

^{**}For conditions of confidential treatment of certain portions of this filing, see section 240.17a-5(e)(3).

FORM X-17A-5

FOCUS REPORT

(Financial and Operational Combined Uniform Single Report)

Part IIA Quarterly 17a-5(a)

INFORMATION REQUIRED OF BROKERS AND DEALERS PURSUANT TO RULE 17

COVER

Select a filing method:	Ва	asic 🏵 A	Iternate C [0011]	
Name of Broker Dealer: FAMILY INC	COME PLANNING, INC. [0013]		SEC File Number: 8-	621
Address of Principal Place of 546 Business:	N.W. BROAD STREET		[(0014]
SOUTHERN PI	28387		Firm ID:1	1783 0015]
For Period Beginning @6/01/2004 And Endi	ng <u>12/31/2004</u> [0025]			
Name and telephone number of person to contact	t in regard to this report:			
Name:JACQUELINE M. WESTBROOK	Phone:910-692	-8271		
[0030]		[0031]		
Name(s) of subsidiaries or affiliates consolidated i	•			
Name:	Phone:	[0033]		
Name:	Phone:	[0033]		
[0034]	r none.	[0035]		
Name:	Phone:			
[0036]		[0037]		
Name:	Phone:	[0039]		
Does respondent carry its own customer accounts Check here if respondent is filing an audited repo	, 65 [66 6]			

ASSETS

			Allowable	Non-Allowable	Total
1.	Cash		<u>36,043</u> [0200]		36,04 [0750
2.	Receiva or deale	ables from brokers ers:	, ,		[ovo.
	A.	Clearance account	[0295]		
	В.	Other	[0300]	[0550]	[081
3.	Receiva custome	bles from non- ers	[0355]	[0600]	[083]
١.		es and spot dities owned, at value:			
	A .	Exempted securities	[0418]		
	В.	Debt securities	[0419]		
	C.	Options	[0420]		
	D.	Other securities	<u>5,100</u> [0424]		
	E.	Spot commodities	[0430]		5,10 [085
5.		es and/or other ents not readily ble:			
	A .	At cost			
		[0130]			
	В.	At estimated fair value	[0440]	[0610]	[086]
6.	subordir and part and cap	es borrowed under nation agreements tners' individual ital securities is, at market value:	[0460]	[0630]	[0880]
	A.	Exempted securities			
		[0150]			
	В.	Other securities			
		[0160]			

7.		demand notes	[0470]	[0.240]	0
	market v	alue of collateral:	[0470]	[0640]	[0890]
	A.	Exempted securities			
		[0170]			
	В.	Other securities			
		[0180]			
8.	Members exchang				
	A.	Owned, at market			
		[0190]			
	В.	Owned, at cost		[0650]	
	C.	Contributed for use of the company, at market value		[0660]	[0900]
9.	Investme	ent in and			0
•	receivab subsidiar	les from affiliates,	[0480]	[0670]	[0910]
10.	equipme improver under lea		[0490]	[0680]	0 [0920]
11.	Other as	sets	[0535]	[0735]	[0930]
12.			41,143	<u> </u>	41,143
1 4	TOTAL	ASSETS	[0540]	[0740]	[0940]

LIABILITIES AND OWNERSHIP EQUITY

	L	iabilities	A.I. Liabilities	Non-A.I. Liabilities	Total
13.	Bank loa	ns payable	[1045]	[1255]	<u>0</u> [1470]
14.	Payable	to brokers or dealers:			
	A.	Clearance account	[1114]	[1315]	[1560]
	В.	Other	[1115]	[1305]	<u>0</u> [1540]
15.	Payable	to non-customers	[1155]	[1355]	<u>0</u> [1610]
16.	Securitie at marke	es sold not yet purchased,		[1360]	<u>0</u> [1620]
17.		s payable, accrued	3,642	[1000]	3,642
•••	liabilities	, expenses and other	[1205]	[1385]	[1685]
18.	Notes ar	nd mortgages payable:			0
	A.	Unsecured	[1210]		[1690]
	В.	Secured	[1211]	[1390]	<u>0</u> [1700]
19.		s subordinated to claims al creditors:			
	A.	Cash borrowings:		[1400]	<u>0</u> [1710]
		1. from outsiders			
		[0970] 2. Includes equity subordination (15c3-1(d)) of			
		[0980]			
	В.	Securities borrowings, at market value:		[1410]	0
		from outsiders			
		[0990]			
	C.	Pursuant to secured demand note collateral agreements:		[1420]	<u>0</u> [1730]
		1. from outsiders			

[1000]

2. Includes equity subordination (15c3-1(d)) of

[1010]

D.	Exchange memberships contributed for use of company, at market			0
	value		[1430]	[1740]
E.	Accounts and other borrowings not qualified for net capital			0
	purposes	[1220]	[1440]	[1750]
20. TOTAL	LIABLITIES	3,642 [1230]	0 [1450]	3,642 [1760]

Ownership Equity

		Total
21.	Sole proprietorship	[1770]
22.	Partnership (limited partners	[1780]
23.	Corporations:	
	A. Preferred stock	[1791]
	B. Common stock	
	C. Additional paid-in capital	47,972 [1793]
	D. Retained earnings	-10,672
	•	[1794] 37,500
	E. Total	[1795]
	F. Less capital stock in treasury	[1796]
24.	TOTAL CHANCEDONE COUNTY	37,500
0.5	TOTAL OWNERSHIP EQUITY	[1800]
25.	TOTAL LIABILITIES AND OWNERSHIP EQUITY	[1810]

STATEMENT OF INCOME (LOSS)

	Period Be	ginning 10/01/2004 Period Ending 12/31/2004 Number of months	<u>3</u> [3931]
REV	/ENUE		
1.	Commis	sions:	
	a.	Commissions on transactions in exchange listed equity securities executed on an exchange	13,542 [3935]
	b.	Commissions on listed option transactions	[3938]
	c.	All other securities commissions	[3939]
	d.	Total securities commissions	13,542 [3940]
2.	Gains or	losses on firm securities trading accounts	
	a.	From market making in options on a national securities exchange	[3945]
	b.	From all other trading	[3949]
	c.	Total gain (loss)	<u>0</u> [3950]
3.	Gains or	losses on firm securities investment accounts	[3952]
4.	Profit (lo	ss) from underwriting and selling groups	[3955]
	Povopu	from cale of investment company shares	95,033
5.	Revenu	e from sale of investment company shares	[3970]
6.	Commo	dities revenue	[3990]
7.	Fees for	account supervision, investment advisory and administrative services	[3975]
8.	Other re	venue	3,058 [3995]
9.	Total re	· ·	111,633
	PENSES		[4030]
			6,389
10.	, Salaries	and other employment costs for general partners and voting stockholder officers	[4120]
11.	. Other e	nployee compensation and benefits	29,070 [4115]
12.	. Commis	sions paid to other broker-dealers	[4140]
13	Interest	expense	[4075]
	a.	Includes interest on accounts subject to subordination agreements [4070]	
14	. Regulat	ory fees and expenses	3,855 [4195]
15	. Other e	kpenses	[4100]
16	. Total ex	penses	114,954

		[4200]
NET	INCOME	
17.	Net Income(loss) before Federal Income taxes and items below (Item 9 less Item 16)	-3,321 [4210]
18.	Provision for Federal Income taxes (for parent only)	[4220]
19.	Equity in earnings (losses) of unconsolidated subsidiaries not included above	[4222]
	a. After Federal income taxes of [4238]	
20.	Extraordinary gains (losses)	[4224]
	a. After Federal income taxes of [4239]	
21.	Cumulative effect of changes in accounting principles	[4225] -3,321
22.	Net income (loss) after Federal income taxes and extraordinary items	[4230]
MONT	THLY INCOME	
23.	Income (current monthly only) before provision for Federal income taxes and extraordinary items	- 779 [4211]

EXEMPTIVE PROVISIONS

25 .	If an exemption from Rule 15c3-3 is claim such exemption is based	ned, identify below the section upon which	
	A. (k) (1)Limited business (mutual	I funds and/or variable annuities only)	[4550]
	B. (k)	ne Exclusive Benefit of customers"	[4560]
	C. (k)	ons cleared through another broker-dealer	[4570]
	Clearing Firm SEC#s	Name	Product Code
	8- <u>48519</u> [4335A]	NORTH AMERICAN CLEARING, INC. [4335A2]	All [4335B]
	8 [4335C]	[4335C2]	[4335D]
	8 [4335E]	[4335E2]	[4335F]
	8 [4335G]	[4335G2]	[4335H]
	8- <u> </u>	[433512]	[4335J]
	D. (k)		[4580]

D. (k)
(3)--Exempted by order of the Commission

COMPUTATION OF NET CAPITAL

1.	Total ov	enership equity from Statement of Financia	I Condition	[3480]
2.	Deduct	ownership equity not allowable for Net Cap	pital	[3490]
3.	Total ow	vnership equity qualified for Net Capital		37,500 [3500]
4.	Add:			[3333]
	Α.	Liabilities subordinated to claims of gr	eneral creditors allowable	0
		in computation of net capital		[3520]
	В.	Other (deductions) or allowable credit	s (List)	
		[3525A]	[3525B]	
		[3525C]	[3525D]	
		[3525E]	[3525F]	0 [3525]
5.	Total ca	pital and allowable subordinated	(55-27)	37,500
U.	liabilities			[3530]
6.	Deduction	ons and/or charges:		
	Α.	Total nonallowable assets from Statement of Financial Condition (Notes B and C)	<u> </u>	
	В.	Secured demand note deficiency	[3590]	
	C.	Commodity futures contracts and spot commodities - proprietary capital charges	[3600]	
	D.	Other deductions and/or charges	[3610]	0 [3620]
7.	Other ad	dditions and/or credits (List)		
		[3630A]	[3630B]	
		[3630C]	[3630D]	
		[3630E]	[3630F]	0 [3630]
8.	Net cap	ital before haircuts on securities s		37,500 [3640]
9.		s on securities (computed, where ble, pursuant to 15c3-1(f)):		
	A.	Contractual securities commitments	<u>750</u> [3660]	
	В.	Subordinated securities borrowings	[3670]	
	C.	Trading and investment securities:		

		1. Exempted securities	[3735]	
		2. Debt securities	[3733]	
		3. Options	[3730]	
		4. Other securities	[3734]	
	D.	Undue Concentration	[3650]	
	E.	Other (List)	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	
		[3736A]	[3736B]	
		[3736C]	[3736D]	
		[3736E]	[3736F]	
			<u>0</u> [3736]	<u>- 750</u> [3740]
			(0.001	36,750
10.	Net Cap	ital		[3750]
	and minimum net capital requirement of subsidiaries computed in accordance with Note(A)			[3756] 25,000 [3758] 25,000 [3760] 11,750 [3770] 36,385 [3780]
16.		COMPUTATION OF AG . liabilities from Statement of Il Condition	GREGATE INDEBTEDNESS	3,642 [3790]
17.	Add:			
	A.	Drafts for immediate credit	[3800]	
	B.	Market value of securities borrowed for which no equivalent value is paid or credited	[3810]	
	C.	Other unrecorded amounts (List)		

	[3820A]	[3820B]		
	[3820C]	[3820D]		
	[3820E]	[3820F]		
		<u>0</u> [3820]		[3830]
19.	Total aggregate indebtedness			3,642 [3840]
20.	Percentage of aggregate indebtedness to net capital (line 19 / line 10)		%	10 [3850]
	ОТНЕ	ER RATIOS		
2 1.	Percentage of debt to debt-equity total computed in with Rule 15c3-1(d)	accordance	%	<u>0</u> [3860]

SCHEDULED WITHDRAWALS

Ownership Equity and Subordinated Liabilities maturing or proposed to be withdrawn within the next six months and accruals, (as defined below), which have not been deducted in the computation of Net Capital.

Type of Proposed Withdrawal or Accrual	Name of Lender or Contributor	Insider or Outsider	Amount to be Withdrawn (cash amount and/or Net Capital Value of Securities)	Withdrawal or Maturity Date (MMDDYYYY)	to
_ [4600]					
F40403	[4601]	[4602]	[4603]	[4604]	[4605]
_ [4610]	[4611]	[4612]	[4613]	[4614]	[4615]
[4620]	. [4011]	[4012]	[4010]	ן די טדין	[4010]
_ [+020]	[4621]	[4622]	[4623]	[4624]	[4625]
_ [4630]					_
	[4631]	[4632]	[4633]	[4634]	[4635]
_ [4640]					
	[4641]	[4642]	[4643]	[4644]	[4645]
_ [4650]	[4651]	[4652]	[4653]	[4654]	[4655]
[4660]	[4051]	[4002]	[+003]	(4054)	[4033]
_ [4000]	[4661]	[4662]	[4663]	[4664]	[4665]
_ [4670]					
	[4671]	[4672]	[4673]	[4674]	[4675]
_ [4680]					_
	[4681]	[4682]	[4683]	[4684]	[4685]
_ [4690]	[4004]	[4000]	[4000]		-
	[4691]	[4692]	• •	[4694]	[4695]
		TOTAL \$	0		
		Ψ	[4699]		
			Omit Pennies		

Instructions Detail listing must include the total of items maturing during the six month period following the report date, regardless of whether or not the capital contribution is expected to be renewed. The schedule must also include proposed capital withdrawals scheduled within the six month period following the report date including the proposed redemption of stock and payments of liabilities secured by fixed assets (which are considered allowable assets in the capital computation pursuant to Rule 15c3-1(c)(2)(iv)), which could be required by the lender on demand or in less than six months.

Withdrawal Code Description			
1	Equity Capital		
2	Subordinated Liabilities		
3	Accruals		
4	15c3-1(c)(2)(iv) Liabilities		

STATEMENT OF CHANGES

		STATEMENT OF CHANGES IN OWNER (SOLE PROPRIETORSHIP, PARTNERSHIP C		
1.	Balance	, beginning of period		40,822 [4240]
	A.	Net income (loss)		-3,32 <u>1</u> [4250]
	В.	Additions (includes non-conforming capital of	[4262])	[4260]
	C.	Deductions (includes non-conforming capital of	[4272])	[4270]
2.	Balance	, end of period (From item 1800)		37,501 [4290]
		STATEMENT OF CHANGES IN LIABILITIES TO CLAIMS OF GENERAL CREE		
3.	Balance	, beginning of period		[4300]
	A.	Increases		[4310]
	В.	Decreases	_	[4320]
4.	Balance	, end of period (From item 3520)	<u></u>	<u>0</u> [4330]

McKNIGHT WOOD & GUY, P.A.

CERTIFIED PUBLIC ACCOUNTANTS & CONSULTANTS

Thomas G. McKnight, CPA Fred P. Wood, Jr., CPA Stephen M. Guy, CPA 211 E. Six Forks Road, Suite 112 Raleigh, North Carolina 27609-7743 919-828-7722 Fax 919-828-7758 www.mwgpa.com

February 18, 2005

To the Officers and Directors of: Family Income Planning, Inc. P O Box 2299 Southern Pines, NC 28388-2299



We have examined the answers to the Focus Report (X-17-5) of Family Income Planning, Inc. as of December 31, 2004. Our examination was made in accordance with the generally accepted auditing standards, and, accordingly, included a review of the systems of internal control and the procedures for safeguarding securities and such tests of the accounting records as we considered necessary in the circumstances, including the audit procedures prescribed by the Security and Exchange Commission.

There are no material inadequacies in the firm's accounting system, internal accounting control and procedures for the safeguarding of securities.

As a result of our examination, we also append to the aforementioned Focus Report, the following schedules:

Schedule I – Reconciliation of Retained Earnings – Retained earnings was decreased by the Net Loss of \$3,321.00 for the year ending 12/31/04 creating a Retained Earnings (Deficit) ending balance of (\$10,672.00) as shown on the Focus Reports.

Schedule II – Statement of Cash Flows – This schedule indicates the source and application of funds during 2004. The net result is a net decrease in cash from 2003 of \$1,990.00 to \$36,043.00 on December 31, 2004.

Schedule III – Reconciliation of Net Capital – This schedule indicates the change in Net Capital under Rule 15c3-1. Net Capital decreased by the decrease in haircuts of \$83.00. Net Capital also decreased by the loss of \$3,321.00.

Family Income Planning, Inc. February 18, 2005 Page 2

In our opinion, with noted differences, the accompanying answers to the Focus Report (X-17A Part IIA) present fairly the financial position of Family Income Planning, Inc. on December 31, 2004 in the form required by the Securities and Exchange Commission and in conformity with generally accepted accounting principles applied on a basis consistent with that of the preceding period.

Sincerely yours,

Them 9, m; kingly Thomas G. McKnight

McKnight Wood & Guy, P.A.

TGM/cb

FAMILY INCOME PLANNING, INC. AUDIT REPORT - DECEMBER 31, 2004

Schedule I - Reconciliation of Retained Earnings		
Retained Earnings per Quarterly Report 12/31/04	\$	(10,672.00)
Retained Earnings per Audited Report 12/31/04	\$	(10,672.00)
Schedule II - Statement of Cash Flow		
Cash at the beginning of the year 01/01/04		38,033.00
Add: Funds provided by Commission Earned Other Income Decrease in Assets Total Source of Funds for 2004 Funds Expended - Salaries & Operating Expense Increase in Liabilities Cash at the End of the Year 12/31/04 Total Funds Applied	\$	108,575.00 3,058.00 307.00 149,973.00 114,954.00 (1,024.00) 36,043.00 149,973.00
Schedule III - Reconciliation of Net Capital		
Net Capital per Audited Report 12/31/03 Decrease in Haircuts Net Loss for the Year	\$ 	39,988.00 83.00 (3,321.00)
Net Capital per Audited Report 12/31/04	<u>\$</u>	36,750.00